



July 18, 2019

The Honorable Gretchen Whitmer  
Governor  
P.O. Box 30013  
Lansing, MI 48909

Dear Governor Whitmer,

On behalf of Inontime, I would like to express our appreciation for the workforce development services provided by West Michigan Works! Inontime is a large trucking employer based in West Michigan focused on meeting customers through on time deliveries and great service. We employ approximately 400 team members and recently celebrated our 20<sup>th</sup> year in business!

We have experienced double digit growth every year for the last seven years but struggle with finding qualified applicants. Participating in the GoingPro grant is crucial and absolutely necessary to help offset the high cost of training and employing Michigan residents to join this field.

I connected with West Michigan Works! because I needed assistance with finding qualified applicants to fill open positions. The national driver shortage makes it very challenging to meet our growing customer's needs. This grant not only allowed me to invest in incumbent team members, therefore raising their value, but also to attract, hire and invest in new team members in the field of truck driving with on the job training. Michigan Works! helped me reach our goal of adding seven new team members that are now properly licensed and supporting our mission to give exceptional service to our customers.

My company has benefited by working with West Michigan Works! because they were instrumental in helping us understand this grant and how we can best apply this opportunity to our workforce. What I find most valuable though about partnering with West Michigan Works! is their great people like Marco Rios. He truly cares and partners so well with employers helping them with job placement services to help connect them with applicants... therefore, keeping Michigan's workforce in Michigan!

Sincerely,

A handwritten signature in black ink, appearing to read "Larry Kusreau".

Larry Kusreau  
HR Manager  
616.931.3687